

Message Text

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62

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DRAFTED BY:COM:ADBRAMANTE

APPROVED BY:EB/OCA/REP:LKLIEFORTH

COM/BEWT/EE:RDSEVERANCE EB/ITP/EWT:SHAAS

EUR/EE:RCHRISTENSEN

----- 079929

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FM SECSTATE WASHDC

TO AMEMBASSY BUCHAREST

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E.O. 11652: N/A

TAGS: BPRO, RO

SUBJECT: PHOTO SENSITIVE PAPER PROJECT

FOLLOWING MESSAGE TRANSMITTED BEHALF BRAMANTE FOR AMBASSADOR

1. FOLLOWING DISCUSSION WITH COMMERCE I MADE A CALL ON KODAK, ROCHESTER, DECEMBER 12. I WAS ACCOMPANIED BY GENERAL TIRE REPRESENTATIVE GHIMUS WHO CARRIED OUTLINE OF PLAN FOR OVERALL LONG-RANGE DEVELOPMENT FOR ROMANIA PHOTO SENSITIVE PAPER INDUSTRY, INCLUDING MANY SPECIFIC PROJECTS. PLAN OUTLINE WAS PREPARED AND GIVEN TO GENERAL TIRE REPRESENTATIVE BY ROMANIAN MINISTRY OF CHEMICAL INDUSTRY. MY TALKS AT KODAK WERE WITH WARREN HARMES, DIRECTOR OF BUSINESS RESEARCH INTERNATIONAL DIVISION.

2. HARMES WAS WILLING TO EXAMINE THE POSSIBILITY OF OPENING DISCUSSIONS WITH ROMANIAN OFFICIALS AND RECEIVING A TEAM OF ROMANIAN SPECIALISTS WITH A VIEW OF CONCLUDING SOME SORT OF COOPERATIVE COMMERCIAL ARRANGEMENTS IN CERTAIN PRODUCTS, IN CHEMICAL OR PROCESSES. HARMES
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CAUTIONED THAT THIS DID NOT SIGNAL A COMPLETE REVERSAL

OF KODAK'S FORMER POSITION ON SALE OF TECHNOLOGY
FOR THE BUILDING OF A MAJOR PHOTO SENSITIVE PAPER
COMPLEX INCLUDING COLORED FILM IN ROMANIA. HE DID
ACCEPT THE IDEA THAT PERHAPS SOME AREAS OF MUTUAL
INTERESTS COULD BE FOUND ON WHICH A LONGER TERM RE-
LATIONSHIP COULD BE BUILT. TO THIS END, HARMES SAID
KODAK WOULD REVIEW THE LIST OF PROJECTS PROVIDED BY
THE MINISTRY AND THEN GET IN TOUCH WITH ROMANIAN OFFICIALS
TO SUGGEST THOSE COMMERCIAL ACTIVITIES WHICH MIGHT
INTEREST KODAK. AT THAT TIME THE VISIT OF ROMANIAN
SPECIALIST COULD BE DISCUSSED ONCE THE SPECIFIC AREAS
OF INTEREST WERE DEFINED. KISSINGER

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